

MBSC35R
 RUN DATE 1/14/98

RETAIL ACCOUNTS BY SUPPLIER
 1ST QUARTER 1998

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SORT SEQ: ACCOUNT NAME

MGMT ACCT: 27808
 TERRITORY: 45-44-00
 CHAMBERS & OWEN CO
 1733 MORSE ST
 JANESVILLE WI
 53545

SPACE:
 CPW TOTAL: 220,566
 PM CPW TOTAL: 113,470
 ACCTS SUPPLIED: 910
 AVG CPW: 242
 AVG PM CPW: 125

STARS:
 CPW TOTAL: 185,381
 PM CPW TOTAL: 96,970
 ACCTS REPORTED: 1,113
 AVG CPW: 167
 AVG PM CPW: 87
 WEEKS REPORTED: 13/13
 FIRST WEEK RECEIVED: 01/03/98
 LAST WEEK RECEIVED: 03/28/98

STARS VOLUME/PCT	INCLUDED	PER- CENT	EXCLUDED PAYMENT ONLY	PER- CENT	EXCLUDED PAYMENT AND SHARE	PER- CENT	TOTAL INCLUDED & EXCLUDED	PER- CENT
IND PREMIUM MENTHOL	631,773	26.2			50	19.6	631,823	26.2
IND PREMIUM NONMENTHOL	1,267,460	52.6			205	80.4	1,267,665	52.6
IND PREMIUM TOTALS	1,899,233	78.8			255	100.0	1,899,488	78.8
IND DISCOUNT MENTHOL	151,701	6.3					151,701	6.3
IND DISCOUNT NONMENTHOL	358,758	14.9					358,758	14.9
IND DISCOUNT TOTALS	510,459	21.2					510,459	21.2
IND TOTALS	2,409,692				255		2,409,947	
PM PREMIUM MENTHOL	154,764	6.4					154,764	6.4
PM PREMIUM NONMENTHOL	919,533	38.2					919,533	38.2
PM PREMIUM TOTALS	1,074,497	44.6					1,074,497	44.6
PM DISCOUNT MENTHOL	59,820	2.5					59,820	2.5
PM DISCOUNT NONMENTHOL	126,283	5.2					126,283	5.2
PM DISCOUNT TOTALS	186,103	7.7					186,103	7.7
PM TOTALS	1,260,600	52.3					1,260,600	52.3

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